



SAN FRANCISCO LIGHTHOUSE FOR THE BLIND, INC.

1097 HOWARD STREET • SAN FRANCISCO, CALIFORNIA 94103
(415) 431-1481

May 31, 1979

Dear Friend:

This San Francisco Lighthouse for the Blind annual report is different from any annual report that we have attempted to put out in the past, not only in format, but in intent. It makes the vital link between the human services provided and actually measured, and the money that it took to provide these services, not in the artificially fine sense of "your dollar provided 3½ minutes of swimming instruction," but in the broad sense of dollars spent to provide major programs, and then a definition of the program and the number of people actually served during the period covered by this report - September 1977 through October 1978.

I hope that you will find the report both interesting and informative, and a valuable aid in determining your support of an organization which has served its community since 1902, and through community support, continues to serve.

Very sincerely,

George Hartley
President





ac•count (ə•kount'), *n.* A verbal or written description of particular transactions or events; narrative; an account of the meeting; an account of the services—such as The Lighthouse Annual Report for 1978.

aids and ap•pli•an•ces (ādz ənd ə•plī'əns•əz), *n.* That which furnishes assistance, promotes progress, facilitates; an instrument, apparatus or device for a particular purpose or use. The Lighthouse Store at 745 Buchanan Street has the largest inventory of aids and appliances for the blind in Northern California, including canes, games, watches and clocks, writing guides, braille paper, large print timers, and many other items which are sold at approximately 5 percent above cost. Some items are given away through programs subsidized by Lions Clubs, the Colonial Dames and other civic groups. The Center Store sold \$27,746.99 worth of aids and appliances during fiscal year 1978—a total of 1,625 individual sales.

aux•il•ia•ry (ōg•zil'yə•rē), *n.* An organization allied with, but subsidiary to, a main body; a person or thing that gives aid and assistance of any kind. The Lighthouse has three auxiliaries—the Davis-Dixon Enchanted Hills Auxiliary; the Peninsula Auxiliary; and the San Francisco Auxiliary. Together, they raised \$32,019 for the Lighthouse in fiscal year 1978.

be•quest (bi•kwest'), *n.* Law: A disposition in a will concerning personal property, especially money; a legacy. A bequest to the Lighthouse reduces the amount of an estate for tax purposes under both California and Federal law; and, through a bequest in your will, you can make a contribution to the Lighthouse which will outlast your lifetime. From October 1, 1977, through September 30, 1978, the Lighthouse received a total of \$916,530 in a combination of cash, securities, and “in-kind” bequests.

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blind (blīnd), *adj.* Unable to see, lacking the sense of sight. Most people who fall within the legal definition of blindness can see—an individual who has 20/200 Snellen vision is generally classed as “legally blind”; as is an individual with vision restricted by more than 20° (as in “tunnel vision”). Very few people who fall within these guidelines are totally without sight. An even smaller percentage is totally without some light perception. The Lighthouse serves both low vision and “legally blind” people.

braille (brāī), *n.* A system of writing or printing for the blind, in which combinations of tangible dots or points are used to represent letters, characters, etc., which are read by touch. Approximately 33,000 people in the United States are able to read braille and use it as their primary reading mode. However, not all blind people are able to read braille. The Lighthouse Center offers classes in the reading and writing of braille, and the Center Store sells braille writers of all kinds, as well as braille paper. SEE ALSO CENTER STORE, LIBRARY.

camp-er (kam'pər), *n.* A person who camps out for recreation and personal enjoyment; a person who participates in a summer or day camp program. A total of 277 campers attended sessions at the Lighthouse owned and operated Enchanted Hills Camp during 1978. Camp sessions accommodated blind and deaf-blind children and adults ages six through “as old as people come.” SEE ALSO COUNSELOR, ENCHANTED HILLS CAMP.

Center Store (sen'tər stōr), *n.* An establishment where merchandise is sold, usually on a retail basis. The Center Store offers the largest selection of aids and appliances in Northern California. SEE ALSO AIDS AND APPLIANCES.

Central Support (sen'trəl sə-port'), *n.* A chief sustaining agent. One of the two sections in which the Lighthouse is divided that includes the administrative functions such as public relations and fund raising; financial administration; volunteer co-ordination and those functions generally described as management or administration. SEE ALSO CLIENT SERVICES, FUND RAISING, VOLUNTEER.

Client Ser-vi-ces (klī'ənt sūr'vis-əz), *n.* The major section of the Lighthouse, divided into six programs: The Lighthouse Center; Enchanted Hills Camp; Social Services; Rehabilitation Services; Low Vision Services; and Vocational Services. SEE EACH OF THESE PROGRAMS UNDER SEPARATE LISTINGS.

coun-se-lor (koun'sə-lər), *n.* An individual who assists or advises another. The Lighthouse utilizes the skills of many different types of counselors—34 paid and 32 volunteer counselors provided support during the 1978 Enchanted Hills Camp sessions, maintaining an average camper to counselor ratio of 2.5:1 (this ratio becomes 1:1 in the case of deaf-blind or multiple-handicapped blind campers). The Lighthouse also employs a counselor/interpreter who works on a year-round basis with deaf-blind people—in fiscal year 1978, 60 individuals were served. The Lighthouse also has a social worker/counselor, who helps oversee intake for all Lighthouse programs on a continuing basis. SEE ALSO ENCHANTED HILLS CAMP, INTAKE.

employed cli-ent (əm-plōid' klī'ənt), *n.* A person who is receiving the benefit, service, etc., of a social welfare agency, a government bureau, etc., while at the same time being in the paid service of that agency. The sheltered workshop division of the Lighthouse at 1097 Howard Street employed 33 blind, deaf-blind and visually impaired people in fiscal year 1978. Employed clients worked a total of 52,087.5 hours and





EDUCATION & RECREATION SERVICES

Lighthouse Center

Estimated number of people served during year	475
Number of new people entering program during year..	28
Attendance at Community College Classes	9,391
Number of meals served.....	12,773
Number of sales made in Center Store	1,625
Dollar volume of store during year	\$27,746.99
Number of persons provided with transportation.....	107
Number of trips provided these persons	9,198
Attendances at group recreational activities	5,686
Number of volunteer hours.....	5,875



earned a combined wage of \$134,183.36 making brooms, redwood planter boxes and wine racks, and completing an assortment of contract and sub-contract jobs. SEE ALSO SHELTERED WORKSHOP.

En·chant·ed Hills Camp (en·chant'ed hilz kamp), *n.* A recreation area in the country, equipped with extensive facilities for sleeping and eating, and usually for learning or participating in swimming, boating, handicrafts, outdoor games, etc. Enchanted Hills, a beautiful 311-acre site above the Napa Valley, is owned and operated by the Lighthouse for use by blind, deaf-blind and visually handicapped persons from the age of six years through adult. Sessions run from mid-June until late August. Activities include (in addition to swimming, boating, handicrafts, and outdoor games) hiking, horseback riding, photography, nature study and much more. SEE ALSO CAMPER, COUNSELOR, FEE.

fee (fē), *n.* A sum paid or charged for a privilege. The fee requested for a 13-day stay at Enchanted Hills Camp is \$132.00, or \$66.00 for a 7-day stay. (The fee for the Deaf-Blind Session, which requires a 1:1 camper/counselor ratio, is \$132.00 for a 7-day stay). The actual cost of supporting a camper for any of the two-week sessions is approximately three times that amount. Financial assistance is available for those who need it, and the fee may be waived.

friend (frend), *n.* A person attached to another by feelings of affection or personal regard; a person who gives assistance; a patron or supporter. There are many opportunities to make good life-long friends at activities at the Lighthouse Center, during a session at Enchanted Hills Camp, or while on the job at the sheltered workshop. Friends can be found in all of the Lighthouse programs. SEE ALSO PEOPLE, VOLUNTEER.

fund rais·ing (fund' rā'zing), *v., n.* The gathering of a stock of money or pecuniary resources for some purpose. At the Lighthouse, "fund raising" is a program included under Central Support Services, and ties up only 6.4% of the Lighthouse' yearly income. In fiscal year 1978, the Lighthouse received \$32,019 in indirect public support through its three Auxiliaries; \$916,530 through bequests; and \$109,841 in response to its bi-annual direct mailings and other fund raising activities. SEE ALSO AUXILIARY, BEQUESTS, "Statement of Expenses and Revenues," Page 8.

goal (gōl), *n.* The result or achievement toward which effort is directed; aim; end. The goal of the San Francisco Lighthouse for the Blind is to provide those services necessary to enable blind, deaf-blind and visually impaired individuals to become self-reliant and maintain independence and a rightful place in the community. SEE ALSO SELF RELIANCE.

in·take (in'tāk'), *n.* That which is taken in. At the Lighthouse, intake is the beginning of social services for a visually impaired, blind or deaf-blind individual who is new to our program. It involves evaluation, placement and referrals for special orientation and mobility instruction, recreation/education, summer camp, low vision evaluation, counseling, psychotherapy and acquisition of canes and optical/non-optical aids, etc. SEE ALSO CLIENT SERVICES.

li·brar·y (lī'brer'ē), *n.* A place set aside to contain books and other materials for reading, study or reference, as a room, set of rooms, or building where books may be read or borrowed. The Lighthouse Center has a large room of large-print and braille books, as well as books on cassette tapes which may be borrowed. SEE ALSO MEDIA CENTER, OPTACON.

Light·house Cen·ter (līt'hous' san'tər), *n.* The middle; a focal point; primary focus of a service program, objective, etc. The Lighthouse Cen-

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ter, located at 745 Buchanan Street, offers classes in a wide variety of subjects taught by Community College Instructors and volunteer specialists. Classes include Semantics, Ceramics, Braille, Crafts, Writing Workshop, Dance, Daily Living, Drama, Typing and Chorus. Recreational and cultural events are scheduled at the Center and around the Bay Area and include sculpture shows, plays, musicals and dinners out. The Center served 475 individuals during fiscal year 1978. A 75¢ hot lunch is served Monday through Friday, and a total of 12,773 meals were served in 1978. SEE ALSO CENTER STORE, LIBRARY, MEDIA CENTER, VOLUNTEER.

Light-probe (līt/prōb), *n.* An electronic light-detecting device which, in addition to numerous personal applications, can be used to detect print on a page or lights on a telephone switchboard, thus enabling blind and visually impaired individuals to work as typists and switchboard operators. In 1978, expansion of the Lighthouse' Rehabilitation and Vocational Services components and development of a Lightprobe design by the engineers at Smith-Kettlewell Institute of the Visual Sciences, set the wheels in motion for development of a training program for manufacture of the "Lighthouse Lightprobe" by blind and visually impaired workers within the sheltered workshop—an example of how the Lighthouse uses groundwork laid in years past to provide services of a diverse nature to blind and visually-handicapped people. SEE ALSO EMPLOYED CLIENT, REHABILITATION AND VOCATIONAL SERVICES, SHELTERED WORKSHOP.

lo-go (lō/gō), *n.* The trademark of a business or organization. The San Francisco Lighthouse for the Blind's logo is a blue lighthouse perched on a rocky shore with white seagulls and the ocean in the distance. This logo represents an agency which has spent the years since its founding in 1902 in active service.

Low Vi-sion Ser-vi-ces (lō vizh'an sūr/vīs əz), *n.* A program made available through a co-operative agreement between the Lighthouse and the Pacific Medical Center Department of Ophthalmology. Services include low vision counseling and examinations; training in the use of prescribed aids and appliances; and other services. The Ophthalmologist and Low Vision Co-ordinator saw 315 new patients in 1978, with follow-up visits totaling 221.

Me-di-a Cen-ter (mē'de-ə sen'tər), *n.* A room at the Lighthouse Center housing a closed circuit television enlarger, an Optacon, a talking calculator, cassette and open reel tape recorders, a cassette duplicator, large-print typewriter, and a circulating library. SEE ALSO LIBRARY, LIGHTHOUSE CENTER, OPTACON.

Mo-bil-i-ty In-struc-tion (mō-bil'i-tē in-struk'shən), *n.* The teaching of the ability to move readily from place to place. The Lighthouse Orientation Mobility Instructor spent 1,222½ hours teaching 97 different blind individuals how to travel independently from their neighborhoods to the Lighthouse Center and return; how to travel from their homes to their place of employment, as well as how to use transportation services in their area, e.g., BART, MUNI, A.C. Transit, etc. The Orientation/Mobility Instructor gave these individuals an overview of the city, familiarizing them with the main department store system at Union Square and also provided inservice training to convalescent hospitals and skilled nursing facilities in the Bay Area to assist their staff in dealing more efficiently with low vision and blind residents.





Op·ta·con (op'tə-kon'), *n.* Also called a reading machine for the blind, the Optacon consists of a camera and an electronic package which processes signals from a camera as it is moved across a line of print, thereby producing a tactile array which simultaneously provides raised, vibrating, enlarged reproductions of whatever the camera sees. As the user moves the camera across a line of print with one hand, s/he feels the raised, vibrating print passing under the index finger of the hand resting on the tactile array. The Optacon is one of the many devices available for use at the Lighthouse Media Center. SEE ALSO LIGHTHOUSE CENTER, MEDIA CENTER.

peo·ple (pē'pəl), *n.* Members of the primate genus *Homo*; human beings as distinguished from animals by the capacity for reason. The Lighthouse helps people by providing a host of services for blind, deaf-blind and visually impaired people ranging from counseling to camp sessions; work opportunity to recreational classes; mobility instruction to vision examinations; and much, much more. People help the Lighthouse by donating their time to cook, clean, read, write, drive, talk, paint, sew, teach, help. People also help the Lighthouse by donating their dollars. SEE FRIEND, VOLUNTEER.

pho·tog·ra·phy (fə-tog'rə-fē), *n.* The process or art of producing images of objects on sensitized surfaces by the chemical action of light or of other forms of radiant energy, as X-rays, gamma rays, cosmic rays, etc. Also a class offered at Enchanted Hills Camp (the picture of horse and rider you see here was taken by a blind camper). SEE ALSO CAMPER, ENCHANTED HILLS CAMP.

Re·ha·bil·i·ta·tion Ser·vi·ces (rē'hə-bil'i-tā'shun sūr'vis-əz), *n.* That which restores to a condition of good health, ability to work, or the like. At the Lighthouse, Rehabilitation Services—which is one of the programs provided by Client Services—includes counseling, mobility instruction, interpreting services for the deaf-blind, and referral services. SEE ALSO CLIENT SERVICES, COUNSELOR (second definition), INTAKE, MOBILITY INSTRUCTION.

self-re·li·ance (self'-ri-li'əns), *n.* Confidence in oneself or in one's own powers; a feeling encouraged at Enchanted Hills Camp as well as in all of the Lighthouse programs. SEE ALSO GOAL, MOBILITY INSTRUCTION, SHELTERED WORKSHOP.

ser·vice (sūr'vis), *n., adj., v.* An act of helpful activity; help; aid. "Service" is the Lighthouse' reason for being. The Lighthouse has been actively serving blind, deaf-blind and visually impaired individuals since 1902. Many people find ways of being of service to the Lighthouse—in 1978, 5,875 hours of volunteer time were provided to the Center program alone. SEE ALSO FUND RAISING, PEOPLE, VOLUNTEER.

Shel·tered Work·shop (shel'tərd wŭrk'shop'), *n.* A room, group of rooms, or building in which work is carried on in a non-competitive environment. Also, the division of the Lighthouse at 1097 Howard Street where blind, deaf-blind and visually impaired workers make brooms, wine racks, redwood planter boxes and assemble electronic Lightprobes, in addition to various other work. The Lighthouse employed 33 workers during fiscal year 1978. Products made in the workshop have been sold under the "Blindcraft" trademark since 1914, and are never sold door-to-door or solicited by telephone. SEE ALSO EMPLOYED CLIENT, GOAL, LIGHTPROBE, SELF-RELIANCE, VOCATIONAL SERVICES.

SHELTERED WORKSHOP

Number of Employed Clients working during year.....	33
Number of hours worked by Employed Clients during year	52,087.5
Dollar amount of wages paid during year	\$134,183.36
Dollar volume of sales during year	\$225,307.48
Nature of disability:	
Blind	13
Deaf	3
Deaf-Blind	6
Vocationally handicapped in addition to blindness.....	11

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So·cial Ser·vi·ces (sō/shəl sūr/vīs·əz), *n.* Organized welfare efforts carried on under professional auspices by trained personnel. This component of the Lighthouse Client Services program offers intake evaluation; information and referral services; individual and group counseling; short-term therapy and crisis intervention. SEE ALSO COUNSELOR (second definition), INTAKE.

trans·por·ta·tion (trans/pər·tā/shən), *n.* The business of carrying, moving or conveying people, goods, etc. from one place to another. The Lighthouse provided 107 people with a total of 9,391 rides to and from Center classes and events; transportation was also provided to and from Enchanted Hills during summer camp sessions; and a number of clients were given emergency transportation to local hospitals, detoxification centers, etc. The Lighthouse' three vans are also used for the shipment of Blindcraft products and materials.

Trav·el·ing Sculp·ture Ex·hib·it (trav/ling skulp/chər ig·zib/it), *n.* A show of figurative or abstract three-dimensional art taken from place to place. Since its first showing at the Creative Growth Gallery in Oakland in 1977, the Lighthouse Traveling Sculpture Exhibit (which is comprised of sculpture created by members of the Ceramics Class at the Lighthouse Center) has intrigued viewers in the lobby of the Crown Zellerbach building in San Francisco; the Retirement Inns of Burlingame; and will soon be shown at five branches of the Bank of Sonoma County as well as California Savings and Loan and Home Federal Savings and Loan. SEE ALSO LIGHTHOUSE CENTER.

Vo·ca·tion·al Ser·vi·ces (vō·kā/shənəl sūr/vīs·əz), *n.* Of, pertaining to, or noting instruction or guidance in an occupation or profession chosen as a career, or in the choice of a career. Lighthouse Vocational Services include the sheltered workshop manufacturing "Blindcraft" products, and a switchboard operator training program, and offers not only long-term employment, but also work evaluation and training; counseling and support services for outside placement; and aid to prospective employers seeking advice on how best to adapt jobs for visually impaired people. In fiscal year 1978, 58 people received evaluation and/or training for telephone switchboard or the sheltered workshop. SEE ALSO EMPLOYED CLIENT, LIGHTPROBE, SHELTERED WORKSHOP.

vol·un·teer (vol/ən·tēr/), *n.* A person who voluntarily offers himself for a service or undertaking; a person who performs a service of his own free will. Many Lighthouse programs would be economically impossible if it weren't for volunteer support. Last year, the Lighthouse Center program alone was boosted by 5,875 hours of volunteer time. SEE ALSO LIGHTHOUSE CENTER, PEOPLE, SERVICE.

X-ray dark·room tech·ni·cian (eks/rā/därk/rōom/tek·nish/ən), *n.* A person trained and skilled in processing radiographs made from X-rays in a hospital or clinic darkroom. One of the many jobs for which placement opportunities for referral exist for blind and visually impaired individuals through the Rehabilitation and Vocational Services programs of the Lighthouse. SEE REHABILITATION AND VOCATIONAL SERVICES.

youth (yōōth), *n.* The condition of being young; the vigor, spirit, etc., characteristic of one who is young. During 1978, the Lighthouse served youths primarily through its Enchanted Hills Camp program (over 170 young people attended sessions of Camp). SEE ALSO CAMPER, ENCHANTED HILLS CAMP.

Z (zē), *n.* The 26th and last letter of the English alphabet, but by no means the last word on Lighthouse services which, through your support, have continued to change and grow with the needs of the community since our founding in 1902.

SOCIAL SERVICES

Information And Referral Services

Number of inquiries by phone, letter or appointment 558

Categories of Information and Referral

Dept. of Rehab/Social Workers	80
Aids and Appliances	54
Talking Book/Braille/Readers	44
Large Print/Low Vision	32
Social Security	44
Counseling	29
Vocational Counseling	48
Housing	23
Newly Blinded/Seniors	12
Transportation/Orientation & Mobility	35
Medical	26
Attendant	5
Emergency	3
Unclassified	123



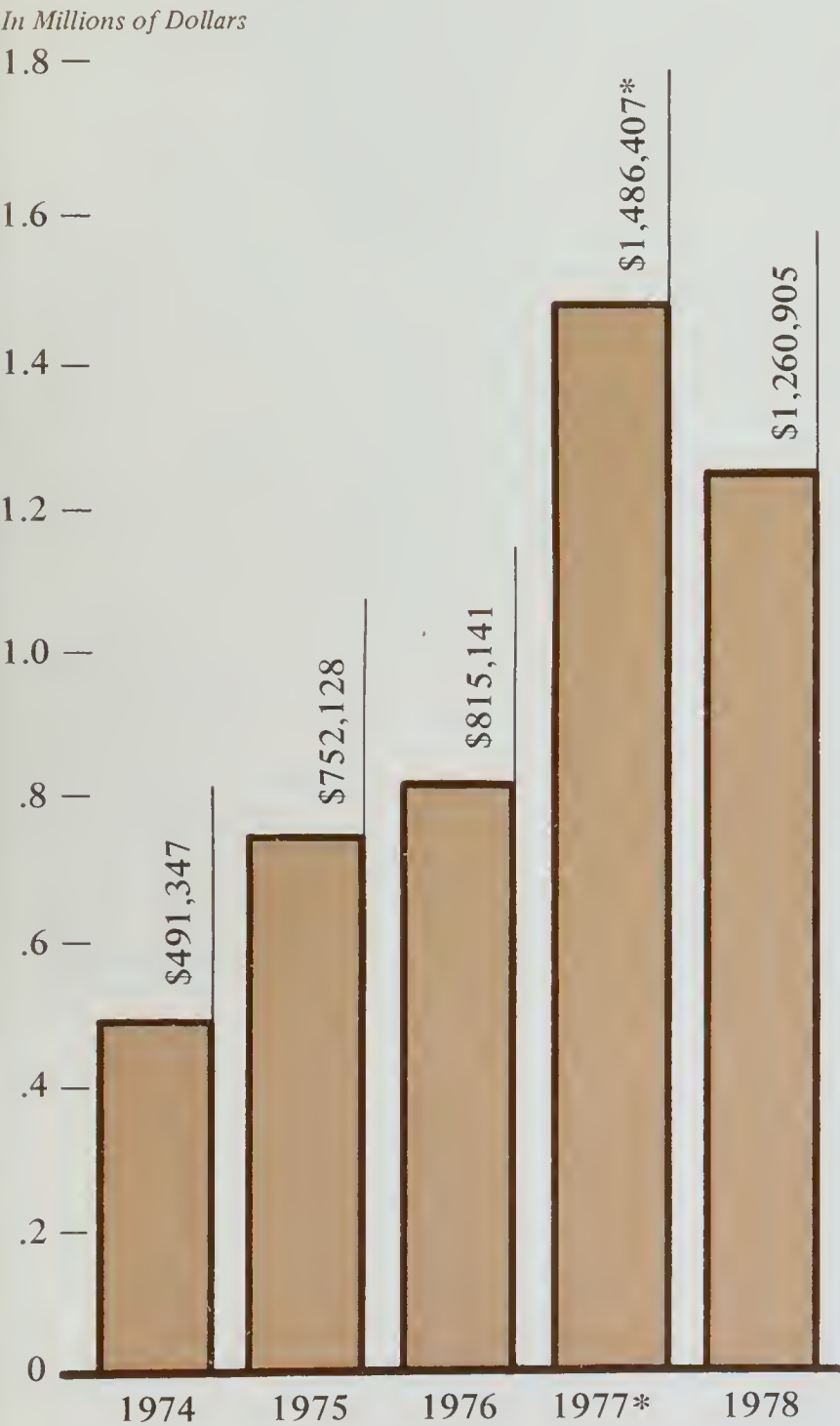
VOCATIONAL SERVICES

Work Evaluation & Training

Number of persons receiving evaluation and/or training for telephone switchboard or for sheltered workshop	58
Approximate number of hours evaluation, training and follow-up	388

Graph (graf), n. A diagram used to show relationships between sets of figures. Below are graphs used to show the increase in operating expenses for the Lighthouse between 1974 and 1978, the cost of raising money in 1978, and the excess of revenues over expenses in 1978.

Operating Expenses
(From Audited Financial Statements)



* 1977 was a 15-month period due to a change in the accounting year, all others are 12 months.

The Cost of Raising Money

During 1978,
\$1,026,371 was
raised in direct
public support at
a cost of only
\$65,714 (6.4%)



An Excess of Revenues Over Expenses

During 1978,
\$413,246 in revenue
was generated in
excess of expenses. Of
this, \$362,000 (88%)
was reserved to under-
write the projected
1979 deficit.

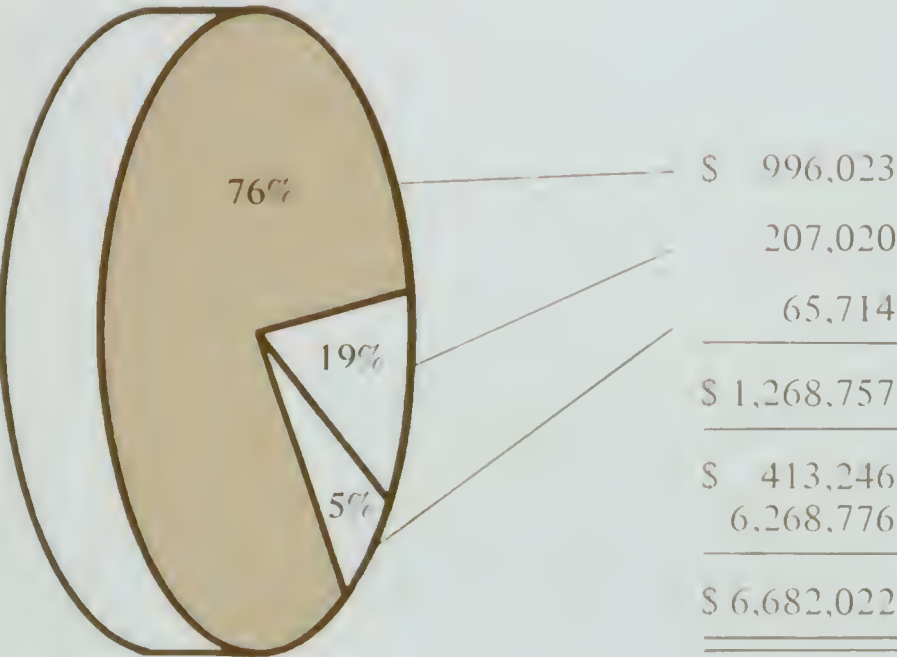
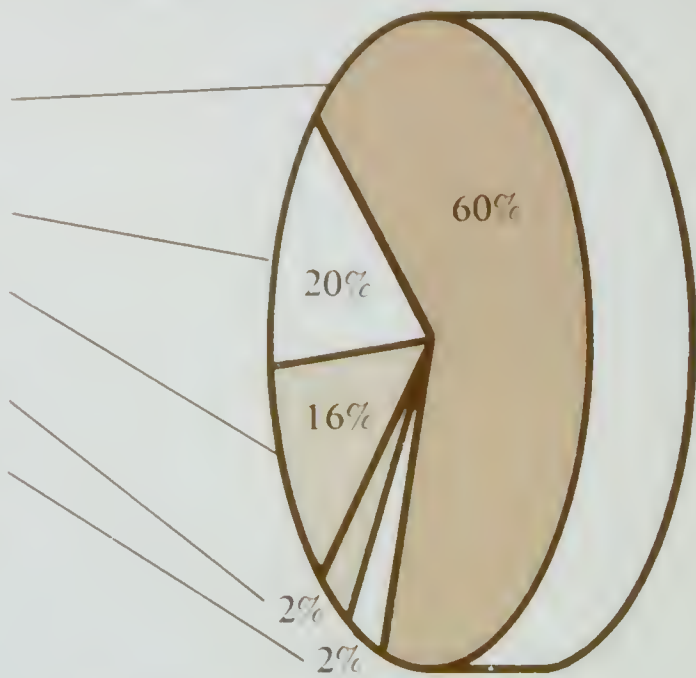


STATEMENT OF REVENUES AND EXPENSES, AND
CHANGES IN FUND BALANCE

(Year Ended September 30, 1978)

Revenue (re·ve·noo'), n:

Direct public support	\$ 1,026,371
Earnings from restricted and designated investments (Note 3)	314,322
Sales of products and fees for services	275,777
Indirect public support (through auxiliaries)	32,019
Other revenue	33,514
TOTAL REVENUES	<u>\$ 1,682,003</u>



Expense (x·pens'), n:

Direct programs and services
Administration and management
Fund raising and public information

\$ 996,023
207,020
65,714
<u>\$ 1,268,757</u>
\$ 413,246
<u>6,268,776</u>
<u>\$ 6,682,022</u>

TOTAL EXPENSES

EXCESS REVENUES OVER EXPENSES
FUND BALANCE AT SEPTEMBER 30, 1977
FUND BALANCE AT SEPTEMBER 30, 1978

STATEMENT OF FINANCIAL POSITION (BALANCE SHEET)

(At September 30, 1978)

ASSETS

Cash on hand and in banks	\$ 349,479	
Accounts receivable (Note 1)	24,021	
Notes receivable (Note 4)	153,128	
Inventories (Note 1)	114,897	
Land, buildings and equipment (Notes 1, 2, & 6)	826,774	
Designated and restricted investments (Note 3)	5,236,689	
Prepaid expenses and other assets	22,726	\$ 6,727,714

LIABILITIES

Accounts payable and accrued expenses	\$ 45,692
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FUND BALANCE

Restricted by donors to special use	\$ 1,665,648	
Designated by Board of Directors for special use	3,571,041	
Available for general purposes	1,445,333	\$ 6,682,022
		<u>\$ 6,727,714</u>

(see Notes to Financial Statements)

NOTES TO FINANCIAL STATEMENTS

NOTE 1 – SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

Organization and General Accounting System. The San Francisco Lighthouse for the Blind is a not-for-profit organization exempt from Federal and State income taxes. The accounting records are maintained, and the accompanying financial statements have been prepared, on the accrual basis in all material respects in accordance with the system prescribed for voluntary health and welfare organizations, except that contributions and bequests are not recorded until they are received.

Accounts Receivable. No provision has been made for bad debts as management believes all receivables are fully collectible.

Inventories. Inventories are valued at cost on the first-in, first-out basis or market, whichever is lower. Inventories consist principally of planters and brooms.

Property and Depreciation. Purchased assets are carried at cost and donated assets are recorded at their fair market value at the date of the gift.

Depreciation expense for the year ended September 30, 1978 amounted to \$72,964 and was computed using the straight-line method over the following estimated remain-useful lives:

	Years
Buildings	5 - 20
Equipment	3 - 10

Investments. Securities purchased are recorded at cost and securities donated are recorded at their fair market value at the date of the gift.

Contributions. Contributions are considered to be unrestricted and available for general use unless they are specifically restricted by the donor as to purpose and/or location of use. Earnings on restricted donations are considered available for general purposes unless otherwise restricted by the donor.

NOTE 2 – BUILDINGS

Buildings include a building at 1097 Howard Street, San Francisco, recorded on the books at \$129,473. This building was bequeathed with the restriction that it be used as a "blindcraft building for furnishing employment to the blind." Should the building cease to be used for that purpose or should the property be mortgaged or encumbered in any way, title to the property will pass to a third party.

NOTE 3 – DESIGNATED AND RESTRICTED INVESTMENTS

The Board of Directors has designated certain assets to be invested with the earnings therefrom to be used to fund services and programs. Also, in some instances the donors have restricted their contribution or bequest for specific purposes only. The balances of these designated and restricted investments at September 30, 1978 were as follows:

Designated investments:

Cash	\$ 33,878
Securities (market value \$3,974,398)	3,536,704
Other	459
	<u>\$3,571,041</u>

Restricted investments:

Cash (including \$100,000 certificate of deposit)	\$ 352,799
Securities (market value \$1,294,445)	1,312,849
	<u>\$1,665,648</u>
	<u>\$5,236,689</u>

Interest and dividends totalled \$418,002 less the loss on sale of securities of \$66,477 and investment expenses of \$37,203.

NOTE 4 – NOTES RECEIVABLE

Notes receivable represents notes from third parties gifted to the Lighthouse, and are receivable over various periods at varying interest rates.

NOTE 5 – PENSION PLAN

The Lighthouse has a pension plan which covers substantially all its staff as well as clients employed in the sheltered workshop. The pension expense for the year ended September 30, 1978 was \$46,000 which includes amortization of prior service cost over 30 years and which was fully funded by the Lighthouse. The unfunded accrued liability as of July 31, 1977 according to the most recent actuarial information available was \$282,892. The amount of the excess, if any, of the actuarially computed value of vested benefits over the total of the net assets of the Plan is not available.

The Board of Directors has also approved monthly payments aggregating \$940 for life for three employees who retired prior to the adoption of the Plan. \$11,280 has been paid and charged to expense during the year ended September 30, 1978, in accordance with this action.

NOTE 6 – LAND, BUILDINGS, EQUIPMENT

Recorded values at September 30, 1978 are Land—\$223,951, Buildings—\$475,958, Equipment—\$278,779, less Accumulated Depreciation—\$151,914.

REPORT OF CERTIFIED PUBLIC ACCOUNTANTS

To the Board of Directors,
San Francisco Lighthouse for the Blind

We have examined the balance sheet of the San Francisco Lighthouse for the Blind (a not-for-profit organization) at September 30, 1978, and the related statement of revenue and expenses and changes in fund balance for the year then ended. Our examination was made in accordance with generally accepted auditing standards, and accordingly included such tests of the accounting records and such other auditing procedures as we considered necessary in the circumstances.

In our opinion, the financial statements referred to above present fairly the financial position of the San Francisco Lighthouse for the Blind at September 30, 1978, the results of its operations and changes in fund balance for the year then ended, in conformity with generally accepted accounting principles applied on a basis consistent with that of the preceding year.

November 22, 1978

John F. Forbes & Company
San Francisco, California

BOARD OF DIRECTORS (bôrd uv dīrēk-tōrēz), n.

A body of persons chosen to control or govern the affairs of a company or corporation, such as the San Francisco Lighthouse for the Blind's Board of Directors for 1972:

George Hartley	President
Mrs. Frederick Whitridge	1st Vice President
Mrs. Dolores Redlick	2nd Vice President
Mrs. Sal Granucci	3rd Vice President
Hugh C. Scott	4th Vice President
Arnold W. Jones, Jr.	Treasurer
Mrs. Norman Beattie	Secretary

Mrs. Walter Bloss	Member at Large
Blaine F. Boyden, M.D.	Member at Large
F. Earl Cook	Member at Large
Mrs. Alice Crocker	Member at Large
R. Bernard Crocker	Member at Large
Stephen Cunningham, III	Member at Large
Paul H. Engstrom	Member at Large
Walter Lee H. Hittinger, Jr.	Member at Large
Frank T. B. Hunsick	Member at Large
Executive Director	James M. Boyce